

## Financial Results and Guidance

As of February 3, 2021

Quarterly Results and Guidance	Q1FY21 Guidance <sup>(1)</sup>	Q1FY21 Results	Q2FY21 Guidance <sup>(2)</sup>
Revenues	\$7.8B - \$8.6B	\$8.2B	\$7.2B - \$8.0B
Non-GAAP <sup>(3)</sup> diluted earnings per share (EPS)	\$1.95 - \$2.15	\$2.17	\$1.55 - \$1.75
Non-GAAP combined R&D and SG&A expenses, sequential quarter change	Increase ~2%	Decrease 1%	Increase 5% to 6%
GAAP interest and investment and other expense (income), net	~\$125M	(\$78M)	~\$125M
Non-GAAP effective tax rate	~14%	14%	~14%
Weighted average diluted share count	~1.15B	1.16B	~1.15B

### Segment Results and Guidance:

QCT revenues	\$6.2B - \$6.8B	\$6.5B	\$6.0B - \$6.5B
QCT earnings before tax (EBT) margin %	25% - 27%	29%	23% - 25%
QTL revenues	\$1.6B - \$1.8B	\$1.7B	\$1.25B - \$1.45B
QTL EBT margin %	74% - 78%	77%	66% - 70%

Annual Guidance	FY21 Prior Guidance <sup>(1)</sup>	FY21 Guidance <sup>(2)</sup>
Non-GAAP effective tax rate	~14%	~14%

  

Global Handset Shipment Guidance	CY20 Current Est.	CY21 Prior Est. <sup>(1)</sup>	CY21 Current Est.
3G/4G/5G handset shipments <sup>(4)</sup> year-over-year change	Decrease ~12%	High-single-digit growth	High-single-digit growth
5G handset shipments	~225M	450M - 550M	450M - 550M

## Financial Strength

	December 27, 2020	December 29, 2019
Total cash, cash equivalents and marketable securities	\$12.3B	\$11.5B
Total assets	\$37.5B	\$33.1B
Stockholders' equity	\$7.4B	\$4.5B
Debt <sup>(5)</sup>	\$15.7B	\$15.9B

  

	Q1FY21	Q1FY20
EBITDA <sup>(6)</sup>	\$2.9B	\$1.4B
Adjusted EBITDA <sup>(6)</sup>	\$3.3B	\$1.7B

1. Previous guidance as of November 4, 2020.

2. Our outlook does not include provisions for future asset impairments or for pending legal matters, other than future legal amounts that are probable and estimable. Further, due to their nature, certain income and expense items, such as certain investments, derivative and foreign currency transaction gains or losses, cannot be accurately forecast. Accordingly, we only include such items in our financial outlook to the extent they are reasonably certain. Our outlook includes the impact of any pending business combinations to the extent they are expected to close in the upcoming quarter. Actual results may differ materially from the outlook.

3. Non-GAAP information excludes our QSI (Qualcomm Strategic Initiatives) segment and certain share-based compensation, acquisition-related items, tax items and other items. Further discussion regarding our use of Non-GAAP financial measures and reconciliations between GAAP and Non-GAAP results are included in this presentation.

4. Global 3G/4G/5G handset shipments represent our estimate of CDMA-based, OFDMA-based and CDMA/OFDMA multimode subscriber devices shipped globally, excluding TD-SCDMA devices that do not implement LTE.

5. Includes short-term and long-term debt.

6. EBITDA is defined as net income before income tax expense, depreciation and amortization expense, interest expense and investment and other income, net. Adjusted EBITDA also excludes the following items: QSI segment, certain acquisition-related items, certain share-based compensation and certain other items that management views as unrelated to our ongoing business.

## Note Regarding Use of Non-GAAP Financial Measures

The Non-GAAP financial measures presented herein should be considered in addition to, not as a substitute for or superior to, financial measures calculated in accordance with GAAP. In addition, "Non-GAAP" is not a term defined by GAAP, and as a result, our Non-GAAP financial measures might be different than similarly titled measures used by other companies. Reconciliations between GAAP and Non-GAAP financial measures are presented herein.

We use Non-GAAP financial information: (i) to evaluate, assess and benchmark our operating results on a consistent and comparable basis; (ii) to measure the performance and efficiency of our ongoing core operating businesses, including our QCT (Qualcomm CDMA Technologies) and QTL (Qualcomm Technology Licensing) segments; and (iii) to compare the performance and efficiency of these segments against competitors. Non-GAAP measurements used by us include revenues, cost of revenues, research and development (R&D) expenses, selling, general and administrative (SG&A) expenses, other income or expenses, operating income, interest expense, net investment and other income, income or earnings before income taxes, effective tax rate, net income and diluted earnings per share. We are able to assess what we believe is a more meaningful and comparable set of financial performance measures by using Non-GAAP information. In addition, the HR and Compensation Committee of the Board of Directors uses certain Non-GAAP financial measures in establishing portions of the performance-based incentive compensation programs for our executive officers. We present Non-GAAP financial information to provide greater transparency to investors with respect to our use of such information in financial and operational decision-making. This Non-GAAP financial information is also used by institutional investors and analysts in evaluating our business and assessing trends and future expectations.

Non-GAAP information excludes our QSI (Qualcomm Strategic Initiatives) segment and certain share-based compensation, acquisition-related items, tax items and other items.

- QSI is excluded because we expect to exit our strategic investments in the foreseeable future, and the effects of fluctuations in the value of such investments and realized gains or losses are viewed as unrelated to our operational performance.
- Share-based compensation expense primarily relates to restricted stock units. We believe that excluding non-cash share-based compensation from the Non-GAAP financial information allows us and investors to make additional comparisons of the operating activities of our ongoing core businesses over time and with respect to other companies.
- Certain other items are excluded because we view such items as unrelated to the operating activities of our ongoing core businesses, as follows:
  - Acquisition-related items include amortization of acquisition-related intangible assets, substantially all of which relate to the amortization of technology-based intangible assets that is recorded in cost of revenues and will recur in future periods until the related intangible assets have been fully amortized. We view acquisition-related intangible assets as items arising from pre-acquisition activities determined at the time of an acquisition. Acquisition-related intangible assets contribute to revenue generation that has not been excluded from our Non-GAAP financial information. Acquisition-related items also include recognition of the step-up of inventories and property, plant and equipment to fair value and the related tax effects of acquisition-related items, as well as any effects from restructuring the ownership of such acquired assets. Additionally, we exclude third-party acquisition and integration services costs and costs related to temporary debt facilities and letters of credit executed prior to the close of an acquisition.
  - We exclude certain other items that we view as unrelated to our ongoing businesses, such as major restructuring and restructuring-related costs, goodwill and indefinite- and long-lived asset impairments and awards, settlements and/or damages arising from legal or regulatory matters. Beginning in the second quarter of fiscal 2020, we exclude gains and losses driven by the revaluation of our deferred compensation plan liabilities recognized in operating expenses and the offsetting gains and losses on the related plan assets recognized in investment and other income. Amounts prior to the second quarter of fiscal 2020, which were not material, continue to be included in Non-GAAP results.
  - Certain tax items that are unrelated to the fiscal year in which they are recorded are excluded in order to provide a clearer understanding of our ongoing Non-GAAP tax rate and after-tax earnings.

## Reconciliations of GAAP to Non-GAAP Financial Measures

### First Quarter Fiscal 2021 Results

<i>(in millions, except per share data)</i>	<b>GAAP Results</b>	<b>Less QSI</b>	<b>Less Share-Based Compensation</b>	<b>Less Other Items<sup>(1)</sup></b>	<b>Non-GAAP Results</b>
Revenues	\$8,235	\$9	\$—	\$—	\$8,226
Net income (loss)	\$2,455	\$150	(\$231)	\$26	\$2,510
Diluted earnings (loss) per share (EPS)	\$2.12	\$0.13	(\$0.20)	\$0.02	\$2.17
Diluted shares	1,156	1,156	1,156	1,156	1,156

1. Other items excluded from Non-GAAP results included \$64 million of acquisition-related charges, \$9 million of interest expense related to the 2018 and 2019 European Commission fines and \$3 million of charges related to restructuring-related activities, partially offset by a \$3 million gain related to a favorable legal settlement. Other items excluded from Non-GAAP results also included \$54 million of losses driven by the revaluation of our deferred compensation plan liabilities, which increased operating expenses, offset by corresponding \$54 million of gains driven by the revaluation of the associated plan assets, which were included within investment and other income, net. Tax benefit in the "Other Items" column included \$78 million of foreign currency gains related to a noncurrent receivable resulting from our refund claim of Korean withholding taxes paid in prior periods, a \$19 million tax benefit from the effects of the new U.S. Treasury regulations on prior periods, a \$7 million tax benefit for the tax effect of acquisition-related charges and a \$1 million tax benefit from the combined effect of other items in EBT, partially offset by a \$6 million charge to reconcile the tax provision of each column to the total GAAP tax provision for the quarter.

Sums may not equal totals due to rounding.

## Business Outlook

	Q1FY21 Guidance <sup>(1)(2)</sup>	Q2FY21 Guidance <sup>(2)(3)</sup>
Revenues	\$7.8B - \$8.6B	\$7.2B - \$8.0B
GAAP diluted EPS	\$1.67 - \$1.87	\$1.17 - \$1.37
Less diluted EPS attributable to QSI	\$—	\$—
Less diluted EPS attributable to share-based compensation	(\$0.24)	(\$0.30)
Less diluted EPS attributable to other items <sup>(4)</sup>	(\$0.04)	(\$0.08)
Non-GAAP diluted EPS	\$1.95 - \$2.15	\$1.55 - \$1.75

1. Previous guidance as of November 4, 2020.

2. Our outlook does not include provisions for future asset impairments or for pending legal matters, other than future legal amounts that are probable and estimable. Further, due to their nature, certain income and expense items, such as certain investments, derivative and foreign currency transaction gains or losses, cannot be accurately forecast. Accordingly, we only include such items in our financial outlook to the extent they are reasonably certain. Our outlook includes the impact of any pending business combinations to the extent they are expected to close in the upcoming quarter. Actual results may differ materially from the outlook.

3. Guidance as of February 3, 2021.

4. Our guidance for diluted EPS attributable to other items for the second quarter of fiscal 2021 is primarily attributable to acquisition-related items and an estimated tax expense that is unrelated to the fiscal year in which it is expected to be recorded. Our guidance for diluted EPS attributable to other items for the first quarter of fiscal 2021 was primarily attributable to acquisition-related items.

## Combined R&D and SG&A Expenses

<i>(in millions, except percentages)</i>	Q4FY20 Results	Q1FY21 Results	Q1FY21 Sequential % Increase (Decrease)	Q1FY21 Guidance <sup>(1)</sup>	Q2FY21 Guidance <sup>(2)</sup>
GAAP combined R&D and SG&A	\$2,134	\$2,220	4%	Increase ~3% sequentially	Increase 2% - 3% sequentially
Less QSI	3	3	N/P	N/P	N/P
Less share-based compensation	304	382	N/P	N/P	N/P
Less other items <sup>(3)</sup>	39	56	N/P	N/P	N/P
Non-GAAP combined R&D and SG&A expenses	\$1,788	\$1,779	(1%)	Increase ~2% sequentially	Increase 5% - 6% sequentially

1. Previous guidance as of November 4, 2020.

2. Guidance as of February 3, 2021.

3. Other items in the first quarter of fiscal 2021 consisted of \$53 million of losses driven by the revaluation of our deferred compensation plan liabilities, which increased R&D and SG&A expenses, \$3 million of acquisition-related charges and \$3 million of charges related to restructuring-related activities, partially offset by a \$3 million gain related to a favorable legal settlement. Other items in the fourth quarter of fiscal 2020 consisted of \$31 million of losses driven by the revaluation of our deferred compensation plan liabilities, which increased R&D and SG&A expenses, \$6 million of acquisition-related charges and \$2 million of charges related to restructuring-related activities.

N/P - Not provided

## Effective Tax Rates

	GAAP Results	Less QSI <sup>(1)</sup>	Less Share-Based Compensation <sup>(1)</sup>	Less Other Items <sup>(1)(2)</sup>	Non-GAAP Results
Estimated <sup>(3)</sup> Q1FY21 tax rate	10%	—%	(3%)	(1%)	14%
Q1FY21 tax rate	6%	—%	(5%)	(3%)	14%
Estimated <sup>(4)</sup> Q2FY21 tax rate	15%	—%	—%	1%	14%
Previous estimated <sup>(3)</sup> FY21 annual tax rate	13%	—%	(1%)	—%	14%
Estimated <sup>(4)</sup> FY21 annual tax rate	11%	—%	(2%)	(1%)	14%

- The incremental effect of our adjustments to the Non-GAAP tax rate is calculated by allocating the difference between (i) the tax expense (benefit) calculated based on the GAAP tax rate and (ii) the actual or estimated tax expense (benefit) for each column.
- In the first quarter of fiscal 2021, the tax benefit in the "Other Items" column included \$78 million of foreign currency gains related to a noncurrent receivable resulting from our refund claim of Korean withholding taxes paid in prior periods, a \$19 million tax benefit from the effects of the new U.S. Treasury regulations on prior periods, a \$7 million tax benefit for the tax effect of acquisition-related charges and a \$1 million tax benefit from the combined effect of other items in EBT, partially offset by a \$6 million charge to reconcile the tax provision of each column to the total GAAP tax provision for the quarter.
- Previous guidance as of November 4, 2020. Our estimated effective tax rate guidance for the first quarter of fiscal 2021 included an estimate of discrete tax impacts that were reasonably estimable, including excess tax benefits associated with share-based awards that vest within the first quarter of fiscal 2021. Our estimated effective tax rate guidance for fiscal 2021 only included an estimate of discrete tax impacts that were expected to impact the first quarter of fiscal 2021. While we continued to evaluate the impact of the U.S. Treasury Regulations that were issued in the first quarter of fiscal 2021, our estimated effective tax rate guidance for the first quarter of fiscal 2021 included the effects of the new regulations.
- Guidance as of February 3, 2021. Our estimated effective tax rate guidance attributable to other items for the second quarter of fiscal 2021 and fiscal 2021 annual includes an estimated tax expense that is unrelated to the fiscal year in which it is expected to be recorded.

## EBITDA and Adjusted EBITDA

(in millions)	Q1FY21	Q1FY20
Net income	\$2,455	\$925
Plus income tax expense	149	22
Plus depreciation and amortization expense	364	351
Plus interest expense	141	148
Less investment and other income, net	219	65
EBITDA	\$2,890	\$1,381
Adjustments		
Less QSI operating income <sup>(1)</sup>	\$6	\$13
Less share-based compensation operating loss <sup>(1)</sup>	(393)	(294)
Less other items*	(55)	—
Adjusted EBITDA	\$3,332	\$1,662
*Other items includes:		
Revaluation of deferred compensation plan liabilities	(\$54)	\$—
Restructuring and restructuring-related (charges)/benefit <sup>(2)</sup>	(3)	3
Acquisition-related charges <sup>(2)</sup>	(1)	(3)
Benefit related to favorable legal settlement	3	—
Total other items	(\$55)	\$—

- As depreciation and amortization was \$0 for the first quarter of fiscal 2021 and 2020, EBITDA for the QSI segment and certain share-based compensation is equal to operating income.
- Excludes depreciation and amortization.

## Estimated impact of the pending acquisition of NuVia, Inc. on Fiscal 2021 combined R&D and SG&A expenses

<i>(in millions)</i>	<u>FY21 Guidance <sup>(1)</sup></u>
GAAP combined R&D and SG&A expenses	~\$190
Less QSI	—
Less share-based compensation	~\$90
Less other items	—
Non-GAAP combined R&D and SG&A expenses	~\$100

1. Guidance as of February 3, 2021.

## Note Regarding Forward Looking Statements

In addition to historical information, this document and the conference call that it accompanies contains forward-looking statements that are inherently subject to risks and uncertainties, including but not limited to statements regarding our growth opportunities, including in 5G, RF Front-End, Automotive, IoT and AI, and our being well positioned to take advantage of those opportunities; our business, product and technology strategies; our technologies and technology leadership; our products, product performance, product leadership, product pipeline and product roadmap; new product releases and announcements; the benefits of our technologies and products; our business and share trends, as well as market and industry trends, and their potential impact on our business and our positioning to take advantage thereof; our pending acquisition of NuVia, and the anticipated costs, benefits and business and financial impact thereof; demand significantly outpacing supply given constraints affecting the industry; the expansion of QCT's addressable market to include Huawei's share of total global handsets; our business outlook; and our estimates and guidance related to revenues, earnings per share (EPS), combined R&D and SG&A expenses, interest and investment and other expense (income) net, weighted average diluted share count, earnings before taxes (EBT) margins and growth, tax rates, 5G handset units and 3G/4G/5G handset shipments. Forward-looking statements are generally identified by words such as "estimates," "guidance," "expects," "anticipates," "intends," "plans," "believes," "seeks" and similar expressions. Actual results may differ materially from those referred to in the forward-looking statements due to a number of important factors, including but not limited to the impact of the COVID-19 pandemic, and government policies and other measures designed to limit its spread, on business and consumer confidence, on demand for smartphones and other consumer devices sold by our customers or licensees which incorporate our integrated circuit products and/or our intellectual property, and on the global wireless supply chain, transportation and distribution networks, and workforces. Actual results may also differ materially from those referred to in the forward-looking statements due to, among other factors: our customers' and licensees' sales of products and services based on CDMA, OFDMA and other communications technologies, including 5G, and our customers' demand for our products based on these technologies; intense competition in an environment of rapid technological change, and our ability to adapt to such change and compete effectively; our dependence on a small number of customers and licensees, and particularly from their sale of premium-tier devices; our customers' vertically integrating; a significant portion of our business being concentrated in China, which is exacerbated by U.S./China trade and national security tensions; efforts by some OEMs to avoid paying fair and reasonable royalties for the use of our intellectual property, and other attacks on our licensing business model, including current and future legal proceedings and governmental investigations and proceedings, including potential adverse outcomes relating to the U.S. Federal Trade Commission lawsuit against us, and actions of quasi-governmental bodies and standards and industry organizations; potential changes in our patent licensing practices, whether due to governmental investigations, private legal proceedings challenging those practices, or otherwise; the continued and future success of our licensing programs, which requires us to continue to evolve our patent portfolio and to renew or renegotiate license agreements that are expiring; our dependence on a limited number of third-party suppliers; risks associated with the operation and control of our manufacturing facilities; our ability to extend our technologies and products into new and expanded product areas and adjacent industry segments and applications beyond mobile; our strategic acquisitions, transactions and investments, and our ability to consummate strategic acquisitions; security breaches of our information technology systems, or other misappropriation of our technology, intellectual property or other proprietary or confidential information; difficulties in enforcing and protecting our intellectual property rights; claims by third parties that we infringe their intellectual property; our use of open source software; our ability to attract and retain qualified employees; failures in our products or in the products of our customers or licensees, including those resulting from security vulnerabilities, defects or errors; the cyclical nature of the semiconductor industry, declines in global, regional or local economic conditions, or our stock price and earnings volatility; our ability to comply with laws, regulations, policies and standards; our indebtedness; and potential tax liabilities. These and other risks are set forth in our Quarterly Report on Form 10-Q for the fiscal quarter ended December 27, 2020 filed with the SEC. Our reports filed with the SEC are available on our website at [www.qualcomm.com](http://www.qualcomm.com). We undertake no obligation to update, or continue to provide information with respect to, any forward-looking statement or risk factor, whether as a result of new information, future events or otherwise.

This presentation includes "non-GAAP financial measures" as that term is defined in Regulation G. Further discussion regarding our use of non-GAAP financial measures, as well as the most directly comparable GAAP (accounting principles generally accepted in the United States) financial measures and information reconciling these non-GAAP financial measures to our financial results prepared in accordance with GAAP, are included in this presentation. The non-GAAP financial measures presented herein should be considered in addition to, and not a substitute for, or superior to, financial measures calculated and presented in accordance with GAAP.

We refer to "Qualcomm" for ease of reference. However, in connection with our October 2012 reorganization, Qualcomm Incorporated continues to operate QTL and own the vast majority of our patent portfolio, while Qualcomm Technologies, Inc., its wholly-owned subsidiary, operates, along with its subsidiaries, substantially all of our products and services businesses, including QCT, and substantially all of our research and development functions.